## CNB CORPORATION BOARD OF DIRECTORS

Harold G. Cushman, Jr., Chairman

James W. Barnette, Jr.

William O. Marsh
William R. Benson
Harold G. Cushman, III
W. Jennings Duncan
Edward T. Kelaher

William O. Marsh
George F. Sasser
Lynn G. Stevens
John C. Thompson

#### \_\_\_\_\_\_

### **CONWAY NATIONAL BANK OFFICERS** W. Jennings Duncan . . . . . . . . . . . President L. Ford Sanders, II. . . . . . . . . Executive Vice President William R. Benson ...... Senior Vice President Marion E. Freeman, Jr..... Senior Vice President Phillip H. Thomas . . . . . . . . . Senior Vice President M. Terry Hyman . . . . . . . . . Senior Vice President Raymond Meeks . . . . . . . . . . Vice President A. Mitchell Godwin . . . . . . . . Vice President Betty M. Graham . . . . . . . . . Vice President E. Wayne Suggs . . . . . Vice President Janice C. Simmons . . . . . . . . Vice President Patricia C. Catoe . . . . . . . . . Vice President W. Michael Altman . . . . . . . . . . . . Vice President Boyd W. Gainey, Jr..... Vice President William Carl Purvis......Vice President Bryan T. Huggins . . . . . . . Vice President Virginia B. Hucks . . . . . . . . . . Vice President W. Page Ambrose . . . . . . . . . . Vice President L. Ray Wells . . . . . Vice President L. Kay Benton . . . . . Vice President Gail S. Sansbury. . . . . . . . . . Assistant Vice President Roger L. Sweatt . . . . . . . . . Assistant Vice President Timothy L. Phillips . . . . . . . . . Assistant Vice President Helen A. Johnson . . . . . . . . . Assistant Vice President Elaine H. Hughes . . . . . . . . . Assistant Vice President Gwynn D. Branton . . . . . . . . . Assistant Vice President Tammy S. Scarberry..... Assistant Vice President D. Scott Hucks . . . . . . . . . . Assistant Vice President Carlis L. Causey . . . . . . . . . . Assistant Vice President Jeffrey P. Singleton . . . . . . . . Assistant Vice President Sherry S. Sawyer . . . . . . . . . . . . . Banking Officer Rebecca G. Singleton.....Banking Officer Josephine C. Fogle......Banking Officer Debra B. Johnston . . . . . . . . . . Banking Officer Freeman R. Holmes, Jr. . . . . . . . . . . Banking Officer Doris B. Gasque . . . . . . . . . . . . . . . Banking Officer Marsha S. Jordan . . . . . . . . . . . . . . Banking Officer Sylvia G. Dorman . . . . . . . . . . . . . Banking Officer Marcie T. Shannon . . . . . . . . . . . . . . . . Banking Officer Caroline P. Juretic . . . . . . . . . . . . Banking Officer Sheila A. Graham . . . . . . . . . . . . . Banking Officer Nicole Scalise . . . . . . . . . . . . . . . . Banking Officer Janet F. Carter . . . . . . . . . . . . . . . . Banking Officer Dawn L. DePencier. . . . . . . . . . . . . . . . . Banking Officer Carol M. Butler . . . . . . . . . . . . . . . . . . Banking Officer W. Eugene Gore, Jr..... Banking Officer James P. Jordan, III . . . . . . . . . . . Banking Officer John M. Proctor . . . . . . . . . . . . . . . Banking Officer Whitney H. Hughes..... Banking Officer

#### TO OUR SHAREHOLDERS AND FRIENDS:

Conway National experienced solid financial performance through the first three quarters of 2007. Net income for the nine months ended September 30, 2007 totaled \$7,517,000, down slightly, .8%, from \$7,575,000 earned for the same period in 2006. On a per share basis, adjusted for the 10% stock dividend issued during September 2007, earnings declined .2% from \$8.74 in 2006 to \$8.72 in 2007. Total assets grew to \$849.1 million at September 30, 2007, with capital at \$84.7 million.

As of September 30, 2007, total assets were \$849,066,000, an increase of .1% over September 30, 2006; total deposits amounted to \$677,800,000, a decline of .3% from the previous year; loans totaled \$562,457,000, a decrease of .8% from 2006; and investment securities were \$208,590,000, an increase of 18.2% from the prior year. The lower level of growth in total assets, the decline in deposits, and the decline in loans are commensurate with the decline in the level of economic activity within the Bank's market area during the period, primarily associated with a slowing in the local real estate market. Also, in relation to deposit growth, the Federal Deposit Insurance Corporation recently released market share data for June 30, 2007, which indicated that Conway National rose from third to second position in Horry County market share despite a minor decline in deposits. As well, stockholders' equity rose to \$84,690,000 at September 30, 2007, an increase of 8.8% over the same period in 2006 resulting in a book value of \$98.52 per share, net of the effect of the 10% stock dividend issued in September 2007.

Net income for the nine-month period ended September 30, 2007 of \$7,517,000 represents an annualized return on average assets of 1.19% and an annualized return on average stockholders' equity of 12.47%, which compare favorably to peer and to historical returns experienced by the Bank. Bank earnings are primarily the result of the Bank's net interest income, which declined .3%, from \$23,202,000 for the nine-month period ended September 30, 2006 to \$23,121,000 for the nine-month period ended September 30, 2007. The decline in net interest income is attributable, in part, to the decline in economic activity as well as increased competition in the local market for both deposits and loans. Other factors which affect earnings include the provision for possible loan losses, other expense, and other income. The provision for possible loan losses decreased 34.6% from \$888,000 to \$581,000 for the ninemonth periods ended September 30, 2006 and 2007, respectively. The decrease in the provision for possible loan losses is primarily due to weakened loan demand from the real estate sector. The allowance for loan losses, as a percentage of net loans, increased slightly from 1.15% at September 30, 2006 to 1.16% at September 30, 2007. Other expenses increased .6% from \$16,212,000 to \$16,309,000 and other income increased 1.5% from \$5,085,000 to \$5,160,000 during the same period. Non-interest expenses increased overall due to additional staffing, increased compensation, fixed asset expenditures, increased advertising, and increased health care costs. This increase in expenses was partially offset by a decline in the amount of expenses at the corporate level as well as the impact of the Bank's revision of its FASB 91 accounting procedures and the consequent impact of net deferred loan costs on salaries expense. Non-interest income increased primarily due to increased service charge income on deposit accounts offset by the nonrecurrence of extraordinary other income received in 2006.

Conway National maintained solid earnings for the nine-month period ended September 30, 2007 despite the decline in economic activity during the period. During the third quarter of 2007 the Bank began clearing images with the Federal Reserve thus completing the Check 21 conversion process. The construction of our fifteenth banking office, Little River, is well underway; and we anticipate its opening in the first quarter of 2008. Renovations to the third floor of our Operations and Administration building are near completion.

In recognition of continued strong performance, the Board of Directors declared a ten percent stock dividend at the end of the third quarter of 2007. Thank you for your continued support which makes the Bank's success and this stock dividend possible.

W. Jennings Duncan, President CNB Corporation and The Conway National Bank

# CNB CORPORATION and THE CONWAY NATIONAL BANK



# FINANCIAL REPORT

**SEPTEMBER 30, 2007** 

www.conwaynationalbank.com

## **CNB CORPORATION AND SUBSIDIARY**

## **Conway, South Carolina**

# CONSOLIDATED BALANCE SHEET (Unaudited)

## CONSOLIDATED STATEMENT OF INCOME

(Unaudited)

(e.maniou)		(0.1888.108)	Nine Months Ended		
ASSETS:	Sept. 30, 2007	Sept. 30, 2006	INTEREST INCOME:	Sept. 30, 2007	Sept. 30,2006
Cash and due from banks	•	\$ 32,456,000	Interest and fees on loans	\$ 32,872,000	\$ 30,281,000
Investment securities:	<del></del>	<del></del>	Interest on investment securities:		
Obligations of United States government			Taxable investment securities	5,234,000	4,372,000
sponsored entities	185,005,000	154,981,000	Tax-exempt investment securities		601,000
Obligations of states and political subdivisions	, ,	18,802,000	Other securities	81,000	75,000
		, ,	Interest on federal funds sold and securities purchased		
Other securities		2,724,000	under agreement to resell		789,000
Total investment securities	208,590,000	176,507,000	Total interest income	40,036,000	<u>36,118,000</u>
Federal funds sold and securities purchased under			INTEREST EXPENSE:		
agreement to resell		44,000,000	Interest on deposits	14,790,000	11,613,000
Loans	562,457,000	567,088,000	Interest on federal funds purchased and securities		
Less allowance for loan losses	(6,389,000)	(6,491,000)	sold under agreement to repurchase		835,000
Net loans	556,068,000	560,597,000	Interest on other short-term borrowings	49,000	468,000
Bank premises and equipment	22,544,000	21,329,000	Total interest expense		12,916,000
Other assets		13,186,000	Net interest income	23,121,000	23,202,000
Total assets		\$ 848,075,000	Provision for loan losses		888,000
100010000000000000000000000000000000000	<del>ψ 0 10,000,000</del>	Ψ 010,010,000	Net interest income after provision for loan losses	22,540,000	22,314,000
LIABILITIES AND STOCKHOLDERS' EQUITY:			Other income:		
Liabilities:			Service charges on deposit accounts		2,465,000
Deposits:			Gains/(losses) on securities		(6,000)
Noninterest-bearing	¢ 125 115 000	\$ 144,098,000	Other operating income		2,626,000
Interest-bearing		535,888,000	Total other income	5,160,000	5,085,000
3			Other expenses:		
Total deposits	677,800,000	679,986,000	Salaries and employee benefits		10,032,000
Federal funds purchased and securities sold under			Occupancy expense		2,428,000
agreement to repurchase	72,792,000	65,547,000	Other operating expenses		3,752,000
Other short-term borrowings		18,436,000	Total other expenses		16,212,000
Other liabilities		6,284,000	Income before income taxes	, ,	11,187,000
		770,253,000	Income tax provision		3,612,000
Total Liabilities	104,370,000	110,233,000	Net Income	<u>\$ 7,517,000</u>	\$ 7,575,000
Stockholders' Equity:			*Per share:		
Common stock, par value \$10.00 per share:			Net income per weighted average shares outstanding	\$ 8.72	¢ 071
Authorized 1,500,000; issued 789,774 in			Net income per weighted average shares outstanding	<u> 0.72</u>	<u>\$ 8.74</u>
2006 and 868,422 in 2007	8,684,000	7,898,000	Cash dividend paid per share	¢ 0	٥ ع
Surplus		43.547.000	Casif dividend paid per strate	<u>v 0</u>	<u>v</u>
Undivided profits	, ,	28,669,000	Book value per actual number of shares outstanding	\$ 98.52	\$ 90.10
•	21,320,000	20,009,000	book value per actual humber of shares outstanding	<u>Ψ 30.32</u>	<u>y 30.10</u>
Net unrealized holding gains/(losses) on	70.000	(4 500 000)	Weighted average number of shares outstanding	862,510	866,258
available-for-sale securities	,	(1,596,000)	Troigition average number of shares outstanding	002,010	000,200
Less treasury stock		(696,000)	Actual number of shares outstanding	859,617	863,686
Total stockholders' equity		\$ 77,822,000	Actual Humber of Shares outstanding	000,017	000,000
Total liabilities and stockholders' equity	\$ 849,066,000	\$ 848,075,000	*Adjusted for the effect of a 100/ steel dividen	d issued during 20	07

<sup>\*</sup>Adjusted for the effect of a 10% stock dividend issued during 2007.